

Message Text

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ACTION COME-00

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C O N F I D E N T I A L USNATO 1193

E.O. 11652: GDS80

TAGS: MCAP NATO

SUBJECT: NATO INFRASTRUCTURE - INTERNATIONAL COMPETITIVE BIDDING (ICB
)

REF: USNATO 0833

BEGIN SUMMARY. ITALIAN AUTHORITIES CONSIDER THAT P&P COMMITTEE
APPROVAL SHOULD BE OBTAINED BEFORE A HOST COUNTRY COULD DECIDE NOT
REPEAT NOT TO AWARD A CONTRACT, BUT TO PROCEED WITH A RENEWED CALL
FOR BIDS. ALLIES DO NOT LOOK FAVORABLY ON US PROPOSAL TO HAVE
PRICE QUOTATIONS EXPRESSED IN THE CURRENCY OF ANY NATO COUNTRY.
END SUMMARY.

1. THE FOLLOWING IS QUOTED FROM AC/4-DS/928 CONCERNING
MODIFICATION OF ICB PROCEDURES AS PROPOSED IN AC/4-D/2261 (REVISED)
AND REPORTED UPON IN REFERENCE.

QUOTE THE COMMITTEE (2) NOTED A STATEMENT BY THE ITALIAN REP-
RESENTATIVE THAT HIS AUTHORITIES STILL RESERVED THEIR POSITION ON THE
PRESENT WORDING OF PARA 14 AS IN THEIR VIEW P&P COMMITTEE APPROVAL
WOULD HAVE TO BE OBTAINED BEFORE A HOST COUNTRY COULD DECIDE NOT TO
AWARD A CONTRACT BUT TO PROCEED WITH A RENEWED CALL FOR BIDS;

(3) INVITED ALL REPRESENTATIVES TO SEEK THE VIEWS OF THEIR
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AUTHORITIES ON THE FOLLOWING COMPROMISE PROPOSAL:

QUOTE PARAGRAPH 14

WHEN THE HOST COUNTRY DECIDES NOT TO AWARD A CONTRACT ON THE BASIS OF THE TENDERS RECEIVED, AND IF NEW TENDERS ARE THEREFORE RECEIVED, AND IF NEW TENDERS ARE THEREFORE REQUIRED, IT WILL PROMPTLY ADVISE THE COMMITTEE AND PARTICIPATING BIDDERS OF THE SITUATION WITH REASONS FOR SUCH A DECISION AND SEEK GUIDANCE FROM THE COMMITTEE ON HOW TO PROCEED. THEREAFTER THE FULL PROCEDURE WILL AGAIN APPLY. HOWEVER, IN THESE CIRCUMSTANCES THE COMMITTEE MAY ALLOW SUCH SIMPLIFICATIONS OF THE PROCEDURE AS IT THINKS JUSTIFIED BY THE PARTICULAR CIRCUMSTANCES OF THE CASE UNQUOTE

(4) INVITED REPRESENTATIVES FURTHER TO INFORM THE SECRETARY WHERE AND HOW IN THEIR COUNTRY THE COMMERCIAL EXCHANGE RATE COULD BE OBTAINED (FOOTNOTE TO PARA 12(1));

(6) TOOK NOTE OF A STATEMENT BY THE CHAIRMAN URGING REPRESENTATIVES TO GIVE FINAL APPROVAL TO THIS REVISED ICB PROCEDURE AT ITS NEXT DISCUSSION, BEARING IN MIND THAT THIS PROCEDURE WAS A SUBSTANTIAL IMPROVEMENT OVER THE INITIAL PROCEDURE LAID DOWN IN AC/4-D/1384 (FINAL) AND THAT IT SHOULD BE PUT INTO EFFECT WITHOUT FURTHER DELAY IN ORDER TO FACILITATE THE TASK OF NATIONAL AUTHORITIES AND THE P&P COMMITTEE UNQUOTE

2. MISSION CONSIDERS ACCEPTABLE THE CHANGE FOR PARA 14 (OF AC/4-D/2261 REVISED) AS CITED ABOVE. REQUEST YOUR CONCURRENCE.

3. REQUEST ADVICE ON PARA 1(4) ABOVE AS TO WHERE AND HOW THE COMMERCIAL EXCHANGE RATE COULD BE OBTAINED, (1) IN THE UNITED STATES, AND (2) WHERE THE UNITED STATES ACTS AS HOST COUNTRY (E.G., ICELAND AND BERMUDA).

4. ALLIES HAVE NEGATIVE REACTION TO US PROPOSAL TO HAVE PRICE QUOTATIONS EXPRESSED IN THE CURRENCY OF ANY NATO COUNTRY. IN THIS CONNECTION, AND IN LIGHT OF PARA 1(6) ABOVE, REQUEST COMMENTS ON PARAGRAPHS 4 AND 5 OF REFERENCE. CONFIDENTIAL

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